

**Presentation
to the
International Trade Commission**

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Timeline of Injury

December 2001

Major retailer held “open bid” event for subsequent year’s quantity of ironing tables (4 models).

Result: Chinese manufacturers unseated incumbent U.S. producers. Significant lost sales for HPI, starting in 2002.

Timeline of Injury

July 2002

Major retailer challenged HPI's selling price on volume product, citing Chinese-manufactured competition.

Result: HPI capitulated on price to retain market share. Significant revenue loss for HPI, effective August 2002.

Timeline of Injury

July 2002

Major retailer held “open bid” event for 12 month quantity of ironing tables (5 models). HPI was incumbent supplier on two models.

Result: HPI agreed to a selling price reduction to retain market share on one model, and was unseated by Chinese manufacturer on the other model. Significant sales and revenue loss to HPI, starting in 2003.

Timeline of Injury

August 2002

Major retailer challenged HPI sell price on two high-volume products, citing Chinese-manufactured competition.

Result: HPI capitulated on price to retain market share. Dramatic price reduction on one model. Significant revenue loss, starting in 2003.

Timeline of Injury

December 2002

Major retailer held “open bid” event for 12 month quantity of full-size ironing tables (4 models).

Result: HPI unsuccessful in bidding with domestically produced products. Also unsuccessful bidding with Chinese-manufactured products.

Timeline of Injury

December 2002

Major retailer held “open bid” event for 2003 promotional quantities of ironing tables. HPI participated as the incumbent supplier.

Result: HPI unsuccessful in bidding with domestically produced products. Forced to bid using Chinese-manufactured product. Awarded business at a selling price below equivalent domestic-product manufacturing cost.

Timeline of Injury

Full Year 2003

Due to implementation lag, HPI felt the impact of major customers' purchase decisions made during 2002 bid events.

All major business indicators declined --

- Production & shipments

- Sales & profits

- Employees & hours worked

Timeline of Injury

1st Quarter 2004

As a result of Commerce Department's preliminary antidumping margin determination, HPI has seen some relief in price negotiations with major customers.

Injury Summary

- U.S. market for ironing tables supplied predominantly by U.S. producers until 2001. Selling prices generally stable.
- #2 ironing table producer ceased U.S. manufacturing in Spring of 2002, moving production to China.
- Retailers conducted several “open bid” events during 2002 for ironing tables. Other retailers challenge HPI on price. All HPI competitors in these events are Chinese producers.
- HPI incurs significant sales and revenue losses in 24-month period, December 2001 to December 2003.
- Some relief in first quarter 2004, due to Commerce Department’s preliminary antidumping margins.